

**Questions for The Honorable Judith DelZoppo Pryor, of Ohio, to be Vice President of The Export-Import Bank of the United States, from Chairman Sherrod Brown:**

- 1) Where have you excelled in past positions in attracting, hiring, and promoting people of color in positions in your organization/s? Where might there be room for improvement?

Throughout my career, I am proud of the work that I have done in supporting people of color in the workplace. For example, during my time at WorldSpace, which was a minority-owned and operated company, I placed a priority on having a very diverse staff representing many voices – Hispanic, Black, Middle Eastern, indigenous American, and White. In my experience, the more diverse voices there are at the table, the better the outcome or decision.

During my two years serving on EXIM's Board of Directors, I expressed concern about the lack of diversity on the agency's advisory committees and secured a commitment from the Chairman to prioritize the recruitment of women and people of color going forward.

- 2) What specific measures will you use to evaluate the success of the Export-Import Bank in understanding and addressing the needs of Black, Indigenous and people of color (BIPOC)? And, will you keep Congress apprised, as appropriate, on the progress being made on these measures?

If confirmed, I will work with EXIM's President and staff to better understand how the agency is working to address the needs of its workforce, particularly as it relates to historically disadvantaged groups, including Black, Indigenous, and people of color. I believe that recruitment, retention, and professional advancement are among the key metrics to evaluating the success of these efforts. I will work with EXIM's President and staff to ensure the agency is transparent with Congress on these efforts.

- 3) What is your plan for creating an inclusive working environment for employees within your office?

I believe there needs to be constant engagement with and outreach to employees. As an EXIM Board Member during the height of COVID-19, I put a high priority on reaching out to employees from across the agency to remind staff that they are appreciated.

The agency should make use of surveys, multi-level conversations, all-employee meetings, suggestion boxes, and other methods to gather inputs to improve the work environment. I genuinely care about the employees of EXIM – I want them to recognize their value, the importance of their work, that they are being heard and that together we can create a sound, productive environment for everyone.

While I do not know how many employees I will directly oversee if I am confirmed to this role, I will place a high priority on fostering an inclusive work environment in my office.

**Committee on Banking, Housing, and Urban Affairs**  
**Nominations Hearing**  
**September 30, 2021**

- 4) In 2016, EXIM created the Environmental and Social Project Information and Concerns web portal. That portal allows for communities to submit grievances about project impacts. Financial and development institutions often review their accountability mechanisms every 4 or 5 years and solicit public input to improve their processes. The COVID-19 pandemic has limited the ability of EXIM and its contractors to undertake project assessments and monitoring.

If confirmed, do you believe that it is important for the EXIM Board of Directors to ensure project monitoring and accountability processes are robust, and do you believe that public consultation to improve EX-IM practices is important?

Public comment and input are essential to EXIM and to me personally. Greater inputs – voices from all corners of an issue or concern – can only serve to better inform a decision and ensure EXIM has truly considered the inputs of a wide variety of interested parties.

If I am confirmed, I will request an update on our accountability mechanisms, discuss with EXIM experts and determine what actions, if any, should be taken to modernize or update these policies to ensure projects on the ground adhere to high environmental and social standards. I believe that stakeholder and public engagement should be a critical part of that process.

**Committee on Banking, Housing, and Urban Affairs  
Nominations Hearing  
September 30, 2021**

**Questions for The Honorable Judith DelZoppo Pryor, of Ohio, to be Vice President of The Export-Import Bank of the United States, from Ranking Member Patrick J. Toomey:**

*Congressional Oversight*

- 1) Please provide your philosophy on how the Export-Import Bank of the United States (EX-IM) will approach and respond to Congressional information requests (both for documentary information and oral testimony), if you are confirmed.

If confirmed, I will support EXIM's efforts to respond in a timely fashion to inquiries from Congress, in accordance with regulation and statute.

- 2) If confirmed, do you intend to respond to information requests differently depending on who is making the Congressional information request (whether it's the chair of the Congressional committee, the ranking member, or another member of Congress)? Please answer "yes" or "no." If your answer is "yes," please explain.

If confirmed, to the extent practicable, I will seek to respond to congressional inquiries in a timely, consistent fashion regardless of requestor, in accordance with regulation and statute.

- 3) Will you commit that, if confirmed, you will respond in a timely manner and fully comply with all information requests from me? Please answer "yes" or "no." If your answer is "no," please explain.

If confirmed, I will respond in a timely fashion to information requests in accordance with regulation and statute.

- 4) Will you commit that, if confirmed, you will make yourself and any other EX-IM employee expeditiously available to provide oral testimony (including but not limited to briefings, hearings, and transcribed interviews) to the Committee on any matter within its jurisdiction, upon the request of either the Chairman or Ranking Member? Please answer "yes" or "no." If your answer is "no," please explain why.

If confirmed, I will make myself or my staff available to provide oral testimony in accordance with regulation and statute.

*COVID-19 Temporary Measures*

- 5) During your tenure as an EX-IM Board member, four "temporary" measures were adopted in March 2020 that put U.S. taxpayers at greater risk, such as increasing the guaranteed coverage option to 95 percent. These measures were extended for an additional year to April 2022. If confirmed, will you commit to ending the temporary measures that EX-IM adopted during the pandemic?

**Committee on Banking, Housing, and Urban Affairs**  
**Nominations Hearing**  
**September 30, 2021**

Should I be confirmed, I would review each measure—temporary or permanent—brought before the Board with an eye to understanding the demonstrated need for the program, the gap it is filling in private sector finance, how it would support U.S. jobs, if it is needed to address U.S. export competitiveness, and what the risk would be to U.S. taxpayers.

COVID-19 has had a profound impact on the global economy. EXIM, like other lenders around the world, took swift action to provide temporary liquidity relief to its borrowers. These measures were renewed in 2021 as the pandemic continued its disruption of the global economy.

Should I be confirmed, I would ask for an update on the continued need for these temporary measures. It is important to me that EXIM is taking action to support U.S. exports and workers when needed to counter the effects of COVID-19-related disruptions in the global economy.

- 6) Do you commit to ensuring these “temporary measures” do not become permanent policies of EX-IM?

EXIM’s Board adopted temporary measures and I believe that when the effects of COVID-19 have substantially subsided, those temporary measures should not automatically be made permanent.

However, EXIM’s product offerings need to be regularly reviewed to ensure they meet the needs of today’s exporters and fulfill EXIM’s statutory requirements, including reasonable assurance of repayment, which ultimately reduces taxpayer risk.

Should I be confirmed, I would review any proposals for new financing tools or modifications to EXIM’s existing financing tools to understand the demonstrated need for the tool, the gap it is filling in private sector finance, how it would support U.S. jobs, if it was needed to address U.S. export competitiveness, and what the risk would be to U.S. taxpayers.

*China Program*

- 7) In December 2020, the EX-IM Board of Directors unanimously approved lowering the domestic content policy for its Program on China and Transformational Exports (CTEP) to 51 percent, with the potential to be even lower.

- a. What is the lowest domestic content percentage that you would personally support?

Congress directed EXIM to establish the Program on China and Transformational Exports with rates, terms and other conditions that are fully competitive with those offered by the People’s Republic of China. In recognition of this Congressional mandate, EXIM’s Board of Directors approved a policy lowering the minimum

**Committee on Banking, Housing, and Urban Affairs**  
**Nominations Hearing**  
**September 30, 2021**

domestic content required to receive full EXIM financing for the ten statutorily defined transformational export areas. The Board established various criteria for transformational exports that would have to be considered for full EXIM financing if the U.S. supply contract had less than 51 percent domestic content. I supported this proposal and, if confirmed, would look to review any transaction with less than 51 percent domestic content against these Board-approved criteria. If confirmed, I will review each transaction individually with an eye to understanding how it fulfills EXIM's mission of supporting jobs through exports.

- b. The EX-IM Advisory Committee recommended a U.S. content minimum of 20-30 percent to purportedly better level the playing field with our foreign competitors. Would you support a 20 percent domestic content for a loan guarantee? If so, can you explain how this fits within the mission statement of supporting U.S. jobs when 80 percent of the product will be made elsewhere?

As a Board Member I supported EXIM's content policy revision for transformational exports. The Board did not consider the recommendation from the Advisory Committee and based on my understanding of their proposal, I did not agree with their recommendation.

*Reviews by the Board of Directors*

- 8) Please explain the review process that occurs for the EX-IM Board of Directors when considering an application for a loan, loan guarantee, or insurance.

As a Board Member, I was informed by EXIM staff that the Chair of the Board intended to bring a transaction to the Board for consideration and received a memorandum from staff outlining the details of the transaction. This included: a review of the proposed financing structure and terms; the agency's experience with the transaction participants; a description of how EXIM is supplementing but not supplanting private capital; a description of the jobs supported; a summary of the credit analysis; legal analysis; interagency comments; character and reputational transaction integrity review; economic impact analysis; environmental and social impact analysis; and country risk, among other items.

I then reviewed these Board memoranda in detail and met with staff to discuss the transactions in depth to address any concerns I had about the transactions.

For transactions that require a Congressional or Federal Register notification, I would then review any comments submitted through that process and prior to the vote on authorization.

- a. In your view, what are the most important metrics to examine when considering an application?

**Committee on Banking, Housing, and Urban Affairs**  
**Nominations Hearing**  
**September 30, 2021**

Should I be confirmed, I will review each transaction that comes before Board to understand how it meets the requirements laid out in EXIM's Charter as established by Congress. This includes support for U.S. jobs, the need to fill gaps in private sector financing or level the playing field against foreign government-backed export financing, reasonable assurance of repayment, and the potential adverse environmental and economic impacts of a transaction.

- b. Please thoroughly describe the environmental review process that occurs at EX-IM and how you personally used the results of that process when considering applications.

EXIM's Board-approved Environmental and Social Due Diligence Procedures and Guidelines govern the environmental and social review each transaction undergoes and, depending on the type of EXIM financing being offered and in accordance with the Organisation for Economic Cooperation and Development's Common Approaches. Board-level transactions are categorized according to their potential for environmental risks and impacts and are reviewed accordingly. Applications for financing projects that are categorized as Category A are required to include an Environmental and Social Impact Assessment, which is made available to the public for at least 30 days prior to EXIM consideration for final approval.

EXIM's Engineering and Environment Division is responsible for reviewing transactions in accordance with the Environmental and Social Due Diligence Procedures and Guidelines and provides a thorough written and oral briefing on each transaction's potential environmental risks and mitigants or the transaction's environmental benefits. In accordance with EXIM's Charter and congressional direction I took into account the environmental effects for the proposed transaction. During my previous tenure at EXIM, I weighed the information provided very carefully. Should I be confirmed, I will continue to review transactions closely for their environmental impacts and will consider those risks, mitigants, and benefits in the context of the broader transaction and how the transaction as a whole meets EXIM's Charter requirements.

*EX-IM Reforms*

- 9) Your 26 months of service on the EX-IM Board of Directors provided you with exposure to how EX-IM operates. Based on that experience, what reforms would you seek to implement as EX-IM's First Vice President that will lower the risk of EX-IM's operations for federal taxpayers?

Should I be confirmed and return to EXIM, I would look forward to an update on implementation of the reforms undertaken during President and Chairman Kimberly Reed's tenure, including the new additionality checklist to ensure EXIM is not supplanting private capital, and updated economic impact procedures.

**Committee on Banking, Housing, and Urban Affairs**  
**Nominations Hearing**  
**September 30, 2021**

As First Vice President, I would support modernizing EXIM programs as appropriate to balance efforts to fulfill EXIM's mission of supporting jobs through exports without putting taxpayer resources at undue risk. I would also hope to undertake aggressive business development efforts that would expand EXIM's portfolio, thereby reducing potential concentration risk.

*Answering Questions for the Record*

- 10) Please describe with particularity the process by which you answered these questions for the record, including identifying who assisted you in answering these questions along with a brief description of their assistance.

I worked with EXIM's Office of Congressional and Intergovernmental Affairs to review my answers for accuracy and completeness.

**Committee on Banking, Housing, and Urban Affairs**  
**Nominations Hearing**  
**September 30, 2021**

**Questions for The Honorable Judith DelZoppo Pryor, of Ohio, to be Vice President of The Export-Import Bank of the United States, from Senator Kevin Cramer:**

1) The U.S. Department of Commerce estimates that the international nuclear reactor export market is valued at \$500-740 billion, and another independent report estimates nuclear market revenues could range between \$1.3 trillion and \$1.9 trillion through 2050. The EXIM Bank can play a key role in enabling U.S. companies to access these markets.

- a. What will you do to ensure that the EXIM Bank is enabling access to this potentially \$1.9 trillion dollar market?

EXIM's mission is to support U.S. jobs through exports, without regard to sector. EXIM is an important tool in the U.S. Government toolbox to facilitate American exports, in accordance with all export rules, regulations, and statutory requirements.

During my time at EXIM, no nuclear transactions came before the Board. Should I be confirmed, it will be important to continue the agency's business development efforts, ensuring both buyers and exporters are aware of how EXIM can support these exports that will play an important role in supporting American leadership. I understand that nuclear energy-related projects are highly complex and typically involve significant interagency coordination and I look forward to learning more about how we can partner with the Departments of State, Energy, and Commerce; the Nuclear Regulatory Commission; and others to ensure EXIM is fulfilling its mission of supporting U.S. exports.

2) The EXIM charter states that an organizational objective is to "seek to minimize competition in government-supported export financing." Today, China and Russia are clearly dominating the international export market for nuclear energy. For example, between 2009 and 2018, Russia accounted for about half of the 53 units under construction around the world today. These countries, due to their state-owned enterprises, can offer extremely competitive financing packages. Organizations like the EXIM Bank and International Development Finance Corporation can help U.S. companies compete with these incredible packages.

- a. How will you ensure that the EXIM Bank works to make U.S. companies more competitive on the international market, especially for technologies like nuclear energy which are used as geopolitical tools by adversarial countries?

EXIM has been directed to level the playing field for U.S. exports so that goods and services compete on quality, not financing terms. If confirmed, I would work to ensure EXIM staff is effectively conducting its outreach efforts. I understand that nuclear energy-related projects are highly complex and typically involve significant interagency coordination and I look forward to learning more about how we can partner with the Departments of State, Energy, and Commerce; the Nuclear Regulatory Commission; and others to ensure EXIM is fulfilling its mission of supporting U.S. exports.

**Committee on Banking, Housing, and Urban Affairs**  
**Nominations Hearing**  
**September 30, 2021**

3) There is a significant market for nuclear energy abroad. However, if we lack a cost-competitive reactor design to sell, we will continue to cede our global leadership on nuclear energy to countries like China and Russia. To export these designs, we will also need better financing opportunities through the Export-Import Bank and International Development Finance Corporation.

- a. How can we better work with our allies to combat the financing China and Russia offer to developing countries that are allowing them to dominate the nuclear export market?

EXIM is an important tool in the U.S. Government toolbox to provide competitive financing to export-ready American-made goods and services. Should I be confirmed, I would hope to work with my colleagues across the executive branch in a whole-of-government approach to supporting American exports. Working with the Departments of State and the Treasury, I believe EXIM can improve coordination among allies to support U.S. leadership in this sector.

- b. How can we modernize our export process, which not only has clean energy benefits but supports U.S. interests and national security?

I do not know the specifics related to the full range of processes associated with nuclear energy exports; it is my understanding these processes generally fall under the jurisdiction of other federal departments and agencies. EXIM requires that all exports obtain the necessary permits and licenses to qualify for agency financing. If confirmed, I would be willing to consider what steps, if any, EXIM can take to modernize its processes to support the effectiveness and efficiency of the agency in meeting the needs of U.S. exporters.

4) We need to work with our allies to supersede the competitive financing packages of international competitors. The EXIM Bank has previously helped finance four nuclear reactors in the UAE, where, even though the UAE selected South Korea to build their reactor designs, the EXIM Bank provided \$2 billion in financing to U.S. companies participating in the construction project. This deal supported 5,000 U.S. jobs in 17 states.

- a. How will you ensure that the EXIM Bank better supports the U.S. nuclear energy industry by providing financing to U.S. companies interested in executing these deals internationally?

EXIM has been directed to level the playing field for U.S. exports so that goods and services compete on quality, not financing terms. If confirmed, I would work to ensure EXIM staff is effectively conducting its outreach efforts. I understand that nuclear energy-related projects are highly complex and typically involve significant interagency coordination and I look forward to learning more about how we can partner with the Departments of State, Energy, and Commerce; the Nuclear

**Committee on Banking, Housing, and Urban Affairs**  
**Nominations Hearing**  
**September 30, 2021**

Regulatory Commission; and others to ensure EXIM is fulfilling its mission of supporting U.S. exports.

- b. How will you make sure that the EXIM Bank is proactive in engaging with U.S. companies and countries that are looking to build new projects?

EXIM has been directed to level the playing field for U.S. exports so that goods and services compete on quality, not financing terms. If confirmed, I would work to ensure EXIM staff is effectively conducting its outreach efforts. I understand that nuclear energy-related projects are highly complex and typically involve significant interagency coordination and I look forward to learning more about how we can partner with the Departments of State, Energy, and Commerce; the Nuclear Regulatory Commission; and others to ensure EXIM is fulfilling its mission of supporting U.S. exports.

- 5) In recognition of China's growing international investment, the International Development Finance Corporation (DFC) was authorized in 2018 to counter state-directed investments by authoritarian governments. Last administration, the DFC removed its restriction on funding nuclear energy. EXIM does not have a restriction on financing nuclear export projects, and historically has provided financing to nuclear projects.

- a. How important is supporting nuclear energy projects to the EXIM Bank?

EXIM is a demand-driven institution and does not discriminate on the basis of industry or sector. I understand that EXIM financing for nuclear energy projects is important because exporters in this sector have identified gaps in private sector financing and competition with foreign government-backed export financing as putting U.S. exports and workers at a competitive disadvantage.

- b. What steps will you take to ensure that the EXIM Bank is coordinating with other government agencies to level the playing field with authoritarian governments to support private industry?

If confirmed, I would work to ensure EXIM staff is effectively conducting its outreach efforts. I understand that nuclear energy-related projects are highly complex and typically involve significant interagency coordination and I look forward to learning more about how we can partner with the Departments of State, Energy, and Commerce; the Nuclear Regulatory Commission; and others to ensure EXIM is fulfilling its mission of supporting U.S. exports.

- 6) In the past month we have seen agreements signed between Poland and Ukraine with U.S. companies to build U.S. nuclear reactor designs abroad. In addition, the International Atomic Energy Agency (IAEA) estimates that about 30 countries are currently considering or newly

**Committee on Banking, Housing, and Urban Affairs**  
**Nominations Hearing**  
**September 30, 2021**

embarking on nuclear power. This presents an incredible market opportunity for the dozens of U.S. companies developing the next generation of nuclear power.

- a. What will you do to ensure that American nuclear companies are able to secure deals with these ready markets?

If confirmed, I would work to ensure EXIM staff is effectively conducting its outreach efforts. I understand that nuclear energy-related projects are highly complex and typically involve significant interagency coordination and I look forward to learning more about how we can partner with the Departments of State, Energy, and Commerce; the Nuclear Regulatory Commission; and others to ensure EXIM is fulfilling its mission of supporting U.S. exports.

- b. How will you ensure the EXIM bank is proactively engaging with private companies looking to build abroad to ensure they can procure commitments from international partners?

If confirmed, I would work to ensure EXIM staff is effectively conducting its outreach efforts. I understand that nuclear energy-related projects are highly complex and typically involve significant interagency coordination and I look forward to learning more about how we can partner with the Departments of State, Energy, and Commerce; the Nuclear Regulatory Commission; and others to ensure EXIM is fulfilling its mission of supporting U.S. exports.

- 7) I helped lead the effort to reauthorize the Export Import Bank last Congress with Sen. Sinema. Included in the bill was the Program on China and Transformational Exports, which directs EXIM to provide financial products to directly neutralize export subsidies offered by the PRC. The United States has cut emissions more than anyone in the world and unlike China, our energy producers, whether nuclear or natural gas or carbon capture for coal, are the best innovators and entrepreneurs.

- a. With EXIM's mandate to compete with China and our shared desire to reduce global emissions, should the bank use its authorities to focus on the exportation of American energy innovation overseas, including advanced nuclear, carbon capture and natural gas technology?

EXIM is a demand-driven institution and is mandated not to discriminate on the basis of industry or sector. Should I be confirmed, I will review each transaction in accordance with all applicable legal requirements, always being mindful of the agency's mission to support U.S. jobs through exports.

Furthermore, Congress has mandated that the agency seek to increase its financing for exports related to renewable energy, energy storage, and energy efficiency. These provide great opportunities for U.S. exports and EXIM should be active in engaging

**Committee on Banking, Housing, and Urban Affairs**  
**Nominations Hearing**  
**September 30, 2021**

U.S. businesses and foreign buyers to support American jobs through the export of these goods and services.

- b. To reiterate, the US has reduced emissions more than any other nation specifically because of our efficient use of natural gas, carbon capture, and nuclear power. Does EXIM have a role to play, making the US a model for other nations by exporting these goods and technologies?

EXIM is a demand-driven institution and is mandated not to discriminate on the basis of industry or sector. Should I be confirmed, I will review each transaction in accordance with all applicable legal requirements, always being mindful of the agency's mission to support U.S. jobs through exports.

**Committee on Banking, Housing, and Urban Affairs**  
**Nominations Hearing**  
**September 30, 2021**

**Questions for The Honorable Judith DelZoppo Pryor, of Ohio, to be Vice President of The Export-Import Bank of the United States, from Senator Robert Menendez:**

1) I am increasingly concerned that the United States is not well positioned to engage in economic statecraft for the twenty-first century, including promoting US jobs, business and economic interests, engaging in development financing for infrastructure and other needs, including climate change-related resiliency, and setting standards for emergent technologies and the digital economy.

- a. Can you expand upon how you view your role at the Ex-Im Bank, if you are confirmed, in helping to renew and replenish US economic statecraft?

If confirmed to serve as EXIM's First Vice President, I believe I could play an important role in contributing to significant economic dialogue with foreign governments and business leaders to advance EXIM's mission of supporting U.S. jobs by facilitating U.S. exports. I believe that working with U.S. Government partners including the Departments of Commerce, State, and Energy, and the Development Finance Corporation and U.S. Trade and Development Administration, EXIM can encourage foreign governments and business leaders to see the value in purchasing high quality American goods and services. While EXIM's mission is to support U.S. jobs, I am keenly aware of how important its financing can be in building economic ties that strengthen American leadership and foster constructive relationships that support U.S. interests.

- b. Where do you see the biggest challenges? Biggest opportunities?

EXIM operates at the intersection of demand for U.S. exports, lack of private capital or the need to level the playing field, and a reasonable assurance of repayment. One of EXIM's greatest challenges is in ensuring that it is effectively serving U.S. exporters and foreign buyers from all sectors that meet these statutory requirements but may not have historically participated in EXIM financing.

One of EXIM's biggest opportunities is represented by the China and Transformational Exports Program, which has ten key sectors that the agency is mandated to lean into in order to advance the comparative leadership of the United States. The key sectors, including renewable energy, semiconductors, and 5G, may have significant opportunities where EXIM can facilitate the export of U.S. goods and services and support U.S. jobs.

2) In past recessions, EXIM has typically expanded its support as private commercial banks scale back their trade financing. For example in fiscal year 2009, during the Great Recession, EXIM's credit assistance grew 46 percent over the prior year, and much of that new assistance was in support of American small businesses.

**Committee on Banking, Housing, and Urban Affairs**  
**Nominations Hearing**  
**September 30, 2021**

- a. If confirmed, what steps will you take to ensure EXIM is prepared to respond to the needs of small exporters during the COVID recovery?

Small business exporters are always top-of-mind for me. Early in the pandemic EXIM staff conducted outreach to learn what exporters, especially small businesses, needed from EXIM. In March 2020, the Board approved a variety of flexibilities that sought to quickly reduce burdens on U.S. exporters facing extreme challenges brought about by COVID-19. EXIM also reinvigorated the Supply Chain Financing Guarantee Program to provide liquidity relief to businesses that contribute to exports through supply chains.

Should I be confirmed, I would continue to keep small businesses top of mind and would look forward to an update on what if any programmatic changes need to be made to meet the changing needs of exporters during the COVID recovery era.

- 3) As the United States increases its focus on clean energy and creating good-paying green tech jobs here at home, there has been some public criticism that EXIM has inadequately done its part to reach out to the clean energy industry, educate them about the opportunities EXIM provides, develop a clean tech project pipeline, and in turn create competitive American made climate tech industries and jobs.

- a. How can EXIM better engage the clean energy sector in order to fulfill its mission both at home and abroad?

During my time at EXIM, I worked with our business development team to reach out to a number of renewable energy sector companies. I focused on outreach to renewable energy, energy storage, and energy efficiency companies.

All EXIM transactions are required by law to have a reasonable assurance of repayment and must demonstrate an inability to access private sector financing or a need to compete on a level playing field with foreign government-backed export financing.

By educating U.S. exporters and foreign buyers, including sovereigns, about the tools EXIM can provide, we can support the export of clean energy goods and services. I conducted extensive outreach through one-on-one meetings, keynote speeches at conferences, and panel participation to reach buyers, exporters, and lenders.

EXIM must build out and engage a robust pipeline of potential projects, which can be done through business development and education. U.S. Government resources, tools, and support beyond EXIM may also be helpful in getting companies export-ready so that EXIM can step in and provide financing at the appropriate time. If confirmed, I hope to bolster EXIM's outreach in these clean energy sectors and others, and ensure as many U.S. companies as possible understand how we can be helpful to them.

**Committee on Banking, Housing, and Urban Affairs**  
**Nominations Hearing**  
**September 30, 2021**

4) Section 2(b)(1)(C) of the EXIM Charter requires the Board to appoint an officer to work with industry and other government agencies to promote more clean energy applications and more sustainable projects for EXIM to support.

a. Has this officer been appointed?

Yes.

b. If so, who is this officer and how have they advanced this mission?

Craig O'Connor is EXIM's Renewable Energy & Environmental Exports Officer. He engages the sector, speaks at conferences, and has a network of contacts across the spectrum of U.S. clean energy companies. When I was at EXIM, Craig and I worked together to expand outreach efforts in the renewable energy sector.

c. If not, what progress has been made towards appointing this officer?

N/A

5) Section 11 of the EXIM Charter allows the Board of EXIM to engage in increased scrutiny of projects that could have significant adverse environmental impacts, including impacts to the "global commons".

a. How do you view EXIM's Section 11 authorities as it pertains to climate change?

My understanding is that Section 11 gives EXIM's Board the authority to establish environmental procedures and guidelines that consider, among other things, the potential effect that project emissions can have on the global commons, such as causing or contributing to climate change.

6) Section 3(I) of the EXIM Charter states that the duty of EXIM's Chief Risk Officer is to be "responsible for all matters related to managing and mitigating all risk...."

a. Does the Chief Risk Officer account for the risk of climate impacts on EXIM projects?

While the Chief Risk Officer has an obligation to set the framework for and establishes policy related to risk mitigation for transactions, EXIM's Board of Directors is specifically mandated by law to establish procedures for evaluating the potential adverse environmental effects of transactions under Section 11 of its Charter. The Board last revised its Environmental and Social Due Diligence Procedures and Guidelines in 2013.

**Committee on Banking, Housing, and Urban Affairs**  
**Nominations Hearing**  
**September 30, 2021**

Should I be confirmed, I would welcome the opportunity to discuss with EXIM staff how climate impacts are currently accounted for in the Environmental and Social Due Diligence Procedures and Guidelines, and to work with your office to get your input on how the Board can ensure its procedures and guidelines are effectively addressing these concerns.

- b. Does the Chief Risk Officer account for policy risks of carbon intensive projects becoming stranded assets?

When underwriting financing for a project, EXIM evaluates the potential environmental and operational risks associated with the project. Should I be confirmed, I would welcome the opportunity to discuss with EXIM staff to better understand how the risk of stranded assets is accounted for and I would be pleased to work with your office to get your input on how the agency can effectively address these concerns.

- c. Do you think the Chief Risk Officer should account for such climate impacts and climate policy risks?

Climate change is an urgent threat and I believe EXIM should account for climate risk in accordance with U.S. statutory requirements and industry and global best practices. Should I be confirmed, I would welcome the opportunity to discuss with EXIM staff how risks are currently accounted for, and to work with your office to get your input on how the agency can effectively address these concerns.

**Committee on Banking, Housing, and Urban Affairs**  
**Nominations Hearing**  
**September 30, 2021**

**Questions for The Honorable Judith DelZoppo Pryor, of Ohio, to be Vice President of The Export-Import Bank of the United States, from Senator Thom Tillis:**

1) In the past month we have seen agreements signed by Poland and Ukraine with U.S. companies to build U.S. nuclear reactor designs abroad. In addition, the International Atomic Energy Agency (IAEA) estimates that about 30 countries are currently considering or newly embarking on nuclear power. This presents an incredible market opportunity for the dozens of U.S. companies developing the next generation of nuclear power.

- a. What will you do to ensure that American nuclear companies are able to secure deals with these ready markets?

If confirmed, I would work to ensure EXIM staff is effectively conducting its outreach efforts. I understand that nuclear energy-related projects are highly complex and typically involve significant interagency coordination and I look forward to learning more about how we can partner with the Departments of State, Energy, and Commerce; the Nuclear Regulatory Commission; and others to ensure EXIM is fulfilling its mission of supporting U.S. exports.

- b. How will you ensure the EXIM bank is proactively engaging with private companies looking to build abroad to ensure they can procure commitments from international partners?

If confirmed, I would work to ensure EXIM staff is effectively conducting its outreach efforts. I understand that nuclear energy-related projects are highly complex and typically involve significant interagency coordination and I look forward to learning more about how we can partner with the Departments of State, Energy, and Commerce; the Nuclear Regulatory Commission; and others to ensure EXIM is fulfilling its mission of supporting U.S. exports.

2) The International Atomic Energy Agency (IAEA) recently issued the 41st edition of "Energy, Electricity and Nuclear Power Estimates for the Period up to 2050." This report presents projections for nuclear energy generation. In the high-case scenario, nuclear capacity increases by about 20% by 2030, and more than doubles by 2050 relative to 2020 capacity. In order to reach these goals, the U.S. will have to play a significant role in the export of new nuclear reactor technologies. If we do not, then we lose that market opportunity.

- a. What do you see as the biggest challenge for the EXIM Bank to support new nuclear projects abroad?

During my time at EXIM, no nuclear transactions came before the Board. It is my understanding that nuclear transactions are highly complex, with significant legal and operational matters that need to be resolved prior to Board consideration. It is my understanding that most of these complexities are due to factors that are external to EXIM.

**Committee on Banking, Housing, and Urban Affairs**  
**Nominations Hearing**  
**September 30, 2021**

I am not aware of any significant challenges specific to EXIM that would limit its ability to finance new nuclear projects. I would welcome the opportunity to learn more from your office and stakeholders about what concerns, if any, there may be regarding EXIM's ability to support new nuclear projects.

- b. What will you do to ensure that nuclear energy is a key technology for the EXIM Bank to support?

EXIM is a demand-driven institution and does not discriminate on the basis of industry or sector. If confirmed, I would work to ensure EXIM staff is effectively conducting its outreach efforts. I understand that nuclear energy-related projects are highly complex and typically involve significant interagency coordination and I look forward to learning more about how we can partner with the Departments of State, Energy, and Commerce; the Nuclear Regulatory Commission; and others to ensure EXIM is fulfilling its mission of supporting U.S. exports.

**Committee on Banking, Housing, and Urban Affairs**  
**Nominations Hearing**  
**September 30, 2021**

**Questions for The Honorable Judith DelZoppo Pryor, of Ohio, to be Vice President of The Export-Import Bank of the United States, from Senator John Kennedy:**

The United States has become one of the global leaders in exporting liquified natural gas (LNG), supporting hundreds of thousands of jobs at home while building upon important relationships overseas. America has exported LNG to 40 different countries, many of which remain dependent on significantly more carbon intensive forms of energy sourced from China and natural gas supplied from Russia. Other recipients of LNG are currently facing severe shortfalls of renewable generation due to drought or low wind power production, demonstrating that LNG is a critical tool for keeping power grids reliable as the world moves to higher levels of renewable energy.

LNG also serves as the foundation to decarbonize hard to electrify sectors and for the deployment of the next generation of energy technologies such as clean hydrogen. U.S. LNG exports provide America with an unparalleled asset to reduce global GHG emissions, provide good paying jobs here at home, and advance our nation's geopolitical and national security interests, particularly with respect to China and Russia—necessitating continued support by the Administration.

- 1) What role do you see for the Export-Import Bank in helping ensure the United States continues to be a leader in the export of LNG to emerging economies around the world?

EXIM operates at the intersection of demand for U.S. exports, lack of private capital or the need to level the playing field, and a reasonable assurance of repayment. EXIM is a demand-driven institution and is mandated not to discriminate on the basis of industry or sector. Should I be confirmed, I will review each transaction in accordance with all applicable legal requirements, always being mindful of the agency's mission to support U.S. jobs through exports.

- 2) If confirmed, will you support eligible projects overseas that rely on U.S. LNG exports—particularly those aimed at curbing China's influence through coal-powered energy projects in the far east and Russia's influence through natural gas supply to Europe?

EXIM is a demand-driven institution and is mandated not to discriminate on the basis of industry or sector. Should I be confirmed, I will review each transaction in accordance with all applicable legal requirements, always being mindful of the agency's mission to support U.S. jobs through exports.

Congress directed EXIM to establish the Program on China and Transformational Exports with rates, terms and other conditions that are fully competitive with those offered by the People's Republic of China. Should I be confirmed, I will take that responsibility seriously.

- 3) If confirmed, will you commit to exploring ways the Export-Import Bank can more directly support domestically-produced U.S. LNG exports to emerging economies overseas?

**Committee on Banking, Housing, and Urban Affairs**  
**Nominations Hearing**  
**September 30, 2021**

EXIM is a demand-driven institution and is mandated not to discriminate on the basis of industry or sector. If confirmed, I would work to ensure EXIM staff is effectively conducting its outreach efforts to support U.S. exports and utilizing financing tools at the agency's disposal to support the competitiveness of U.S.-made goods and services.

4) President Biden's Executive Order 14008, Tackling the Climate Crisis At Home and Abroad, directs the Secretaries of State, Treasury, and Energy to work with the Export-Import Bank "to identify steps through which the United States can promote ending international financing of carbon-intensive fossil fuel-based energy while simultaneously advancing sustainable development and a green recovery."

In response to the Executive Order, the Treasury Department announced guidance in August of this year restricting support for financing of natural gas projects overseas. Treasury's guidance further confounds the uncertainty surrounding President Biden's support for U.S. LNG exports and thousands of high-paying jobs here in the United States. Furthermore, the Treasury guidance creates uncertainty for U.S.-led LNG projects that are already underway overseas as foreign partners and private investors worry that broader financing restrictions by other federal agencies may be coming. This will lead to U.S. engineering and manufacturing companies competing, without the support of the U.S. government, with other companies supported by their government—case in point, the Chinese Belt and Road Initiative and Russian efforts to capture markets for their coal and natural gas resources.

In your view, can financing of U.S.-led LNG projects overseas help to advance or facilitate sustainable energy development in emerging countries that are otherwise wholly dependent on carbon-intensive coal from China or natural gas from Russia?

EXIM is a demand-driven institution and is mandated not to discriminate on the basis of industry or sector. As a general matter, I believe that U.S.-led power projects can help a country advance, grow their economy, and support the demand for future sustainable economic development, ideally using technology and exports developed by and manufactured in the United States. To the extent EXIM provides financing that makes U.S. exports competitive, those transactions are then subject to EXIM's high environmental and social standards.

5) If confirmed, will you commit to look for ways to support U.S.-led LNG projects overseas that provide a cleaner energy alternative for emerging countries to meet their energy demands today, while also helping to pave the way for renewable energy development in the future?

EXIM is a demand-driven institution and is mandated not to discriminate on the basis of industry or sector. If confirmed, I would work to ensure EXIM staff is effectively conducting its outreach efforts to support U.S. exports and utilizing financing tools at the agency's disposal to support the competitiveness of U.S.-made goods and services.

**Committee on Banking, Housing, and Urban Affairs**  
**Nominations Hearing**  
**September 30, 2021**

6) If confirmed, will you commit to reassuring foreign and commercial partners that the Export-Import Bank will continue to support eligible U.S.-led LNG projects overseas?

If confirmed, I commit to following EXIM's Charter, bylaws, and policies in support of U.S. jobs. I look forward to engaging in business development to encourage foreign buyers to choose American-made goods and services and educate American exporters about EXIM's tools and resources. Should I be confirmed I will review transactions for their adherence to all applicable statutory requirements and agency policies.